

Message Text

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51

ACTION PER-05

INFO OCT-01 NEA-10 ISO-00 OMB-01 EB-11 SP-03 SS-20 NSC-07

COME-00 TRSE-00 STR-08 USIA-15 L-03 AID-20 SIG-04

MMS-03 INR-10 CIAE-00 SIL-01 LAB-06 AGR-20 /148 W

----- 056707

R 121154Z APR 74

FM AMEMBASSY TEL AVIV

TO SECSTATE WASHDC 2159

UNCLAS TEL AVIV 2172

E O 11652: N/A

TAGS: APER, BEXP, IS

SUBJECT: STRENGTHENING BUSINESS SERVICES AND TRADE
PROMOTION

REF: A) A-10322 DEC 18, 1973

B) TEL AVIV 1722

1. WE REGRET OUR REPLY TO REF (A) IS OVERDUE. IN REVIEWING RECOMMENDATIONS CONTAINED A-10322 IN RELATIVE "NORMAL" ATMOSPHERE OF PAST 60 DAYS, WE HAVE CONCLUDED THAT CURRENT PRACTICE AT THIS POST PROBABLY DOES NOT DEVIATE SIGNIFICANTLY FROM MAIN THRUST OF OMB REPORT. OUR COMMENTS ON THE VARIOUS RECOMMENDATIONS FOLLOW:

(A) RECOMMENDATION II (B) (2): PRIMARY RESPONSIBILITY FOR ADVISING BUSINESSMEN ON INVESTMENT IN ISRAEL RESTS WITH COMMERCIAL ATTACHE AND HIS STAFF. AT REQUEST OF COMMATT OTHER OFFICERS IN SECTION PARTICIPATE IN BRIEFINGS OR DISCUSSIONS ON INVESTMENT. CONTACTS WITH GOI ON INVESTMENT MAY BE CONDUCTED BY "COMMERCIAL" OR "ECONOMIC" OFFICERS, DEPENDING ON LEVEL OF APPROACH AND OWRKLOAD.

(B) RECOMMENDATION III (1): ALTHOUGH ECON/COMM SECTION IS DIVIDED INTO THREE SUB-UNITS, I.E., ECONOMIC, COMMERCIAL AND AID, THESE DIVISIONS ARE FUZZY AT EDGES AND SPECIFIC TASKS ARE FREQUENTLY ASSIGNED ACROSS UNIT
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LINES. ALL OFFICERS ARE ASSIGNED REPORTING, NEGOTIA-

TION AND REPRESENTATION TASKS, WITHIN SUB-UNIT AREA OR RESPONSIBILITY ALTHOUGH, AGAIN, THERE IS CONSIDERABLE OVERLAPPING OF RESPONSIBILITIES.

(C) RECOMMENDATION V (A) (2): ALL OFFICERS HAVE FULL ACCESS TO POLICY DEVELOPMENT, INFO AND BUSINESS CONTACT ACTIVITIES. SPECIAL EFFORT IS MADE TO PREPARE OFFICERS FOR BROADER RESPONSIBILITIES. IN FACT, THIS POST HAS ACTIVE JUNIOR OFFICER TRAINEE PROGRAM, WITH 5 TRAINEE OFFICERS NOW ROTATING THROUGH VARIOUS SECTIONS OF EMBASSY INCLUDING ECON/COMM SECTION.

(D) RECOMMENDATION V (B) (1): WE DO NOT BELIEVE THAT "RIGID ORGANIZATION ARRANGEMENTS" EXIST AT THIS POST. AS INDICATED ABOVE, ASSIGNMENT OF SPECIFIC TASKS ARE HEAVILY INFLUENCED BY IMMEDIATE WORKLOAD PRESSURES. AT DIFFERENT TIMES THE SAME ASSIGNMENT MAY BE DONE BY DIFFERENT OFFICERS.

2. IN SUM, WE DO NOT BELIEVE THAT "A MAJOR RESTRUC-
TURING" OF ECONOMIC/COMMERCIAL FUNCTION IS NEEDED HERE. INSTEAD, WE HOPE THAT THE ADDITIONAL RESOURCES REQUESTED IN TEL AVIV 1722 WILL BE MADE AVAILABLE TO ENABLE US TO CARRY OUT A SUCCESSFUL PROGRAM IN ISRAEL.
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